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...ENHANCING EXPORT TRADE EDUCATION

VOLUME 2 ISSUE 6

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## EXPORT NEWS



## 3T Partners with Hong Kong Company To Secure Cashew Contract for Exporters

In our aggressive drive to grow the non-oil export volume from Nigeria, 3T Impex Consulting Limited has recorded another milestone via the recently signed MOU with an Hong Kong based company (DTO Corporation Hong Kong) to buy Raw Cashew Nut from Nigeria.

This has created a huge market opportunities for the Exports of Raw Cashew Nuts across Nigeria. The minimum contract volume is 10 container (170MT) and it is valid till March 31, 2017. This means that the shipment period is within the month of February and March 2017.

For this contract, the buyer's representatives will be in Nigeria to inspect the goods with SGS and 100% payment will be made within 7 working days after shipment.

For more details on the unit price, quality specifications and other details, kindly send an email to [tradeacademy@3timpe.com](mailto:tradeacademy@3timpe.com)

(Excerpt from [www.tradeinfong.com](http://www.tradeinfong.com))

## Terminal Operators Express Support for Government's Export Drive



Terminal operators under the aegis of Seaport Terminal Operators of Nigeria (STOAN) have pledged to support the export and economic diversification drive of the Federal Government.

The Spokesman of STOAN, Bolaji Akinola, said in a statement that the country at the moment required strategic interventions and focused leadership to transform the economy that has since been dependent on oil.

"There is no better way to transform the economy now than through the economic

diversification drive embarked upon by the Federal Government and STOAN is poised to support the government as it embarks on this onerous but fruitful task of growing the economy".

To this end, the diversification efforts will help Nigeria move from import dependence to self-sufficiency in local production and become an export-led economy in goods and services.

(Excerpt from [www.guardianng.com](http://www.guardianng.com))

## Farmers Seek Tracking of Nigeria's Cocoa Beans Exports



Cocoa farmers under the aegis of Cocoa Association of Nigeria have asked the government to reintroduce the CAN stamp on all cocoa exports.

This, according to them, will ensure that all cocoa beans originating from the country are tracked and properly certified as Nigerian exports and not any other African countries.

While suggesting ways through which Nigeria can become Africa's largest cocoa producer and exporter in Lagos, the President, CAN, Mr. Sayina Riman, said that most cocoa exporters sold Nigerian cocoa beans through other countries' ports in order to have unfettered access to their export proceeds.

(Excerpt from [www.punchng.com](http://www.punchng.com))

## NEPC seeks Japanese Investment in manufacturing, Agric, SMEs, Export sector to spike economy



Amid dwindling revenue resources, the Nigeria Export Promotion Council (NEPC) is currently wooing Japanese Investors to invest in Nigeria's Manufacturing sector while expressing optimism that investment in the sector could spike economic growth in Nigeria's recessed economy.

Oluşegun Awolowo, the Executive Secretary of NEPC made the disclosure

while playing host to group of Japanese Investors of eleven companies led by the Deputy Head of Mission in the Embassy of Japan Masaya Otsuka.

Awolowo who lamented the loss of \$30 billion dollar revenue to Nigeria's oil resources due to cut in global oil price urged Japanese Investors to take advantages from the non-oil exports in the manufacturing, Agric, SMEs, of the economy. Speaking further, the Executive Secretary said, "We are also asking them to invest in SMEs, and in agribusiness where there are lots of opportunities. The Japanese are the biggest buyers in our Sesame seeds and we are telling them that we want to stop exporting raw materials but for them to establish their companies here and invest".

(Excerpt from [www.businessdayonline.com](http://www.businessdayonline.com))

## OTHER HEADLINES

Japan exports up for first time in 15 months, U.S. protectionism poses risks – [www.reuters.com](http://www.reuters.com)

2017 World Beef Trade: Major Exporters - [www.cattlenetwork.com](http://www.cattlenetwork.com)

Gov't to rely on Ghana EximBank to revive industries - [www.ghanaweb.com](http://www.ghanaweb.com)

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# EXPORT PROGRAMMES

## 3T IMPEX TRADE ACADEMY

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**PACKAGING, PROMOTION & PREPARATION  
OF FOOD & NON-FOOD PRODUCTS  
FOR EXPORT MARKETS**



### Eligibility

Interested participants must:  
-Have at least a product(s)  
-Come with samples products  
-Have local customers  
-Have a cottage facility  
-Not necessarily have NAFDAC yet  
-Be interested in exportation or  
-Ready to produce for exporters



### BENEFITS

Cheap funding from Investors  
Increased customer base  
Access to global market  
Increased Profitability  
Increased opportunities for expansion

### SEMINAR VENUE:

3T Impex Trade Centre  
No 11D Bola Shadipe Street,  
Off Adelabu Street, Surulere, Lagos  
for more details, kindly call 08091244449 or  
send an email to tradeacademy@3timpex.com

DATE:  
Friday, 03/02/17  
TIME:  
9.30am Prompt

## STARTING AND MANAGING EXPORT BUSINESS IN NIGERIA IN CONJUNCTION WITH NIGERIA EXPORT PROMOTION COUNCIL

**DATE:** Friday, 7th and 8th February, 2017

**TIME:** 9:00am

**FEE:** N55,000

**VENUE:** Nigeria Export Promotion Council

**ADDRESS:** No 13, Ladipo Oluwole Street,  
Off Marine Road, Apapa, Lagos.

## 3T IMPEX TRADE ACADEMY

...Promoting International Trade Education.



**Mr. Bamidele Ayemibo**  
CEO, 3T IMPEX CONSULTING

EVERY THURSDAY BY  
**5:00PM**  
ON INSPIRATION 92.3FM

**IMPORT-EXPORT  
HELPLINE**

with BAMIDELE AYEMIBO



ENHANCING EXPORT TRADE EDUCATION

# EXPORT EDUCATION

## Handling the Critical 5Ps of Export Business Success-Part-3(The Purchasers)

By Bamidele Ayemibo

...CONTD FROM LAST ISSUE

The second question is where can one get the links to buyers? This is a very important question because an exporter wants to know the options that are available to him. These include online trade platforms (alibaba.com, tradekey.com, tradeboss.com, tradeindia.com etc.), going on trade mission to the country of the buyers abroad, advertising on the media platforms in the buyer's country, visiting the Nigerian Export Promotion Council (NEPC), visiting bilateral chambers of commerce like Nigerian British Chamber of Commerce, Nigerian German Business Council, Nigerian Netherlands Chamber of Commerce etc.

The next and very critical question is, when should an exporter go ahead to sign the export contract? It is extremely important that an exporter should not rush to sign an export contract until he has been able to answer the following questions. Where do I intend to get the items to be exported? Does the source have enough quantity of the items to meet the volume demanded in the contract within the specified period? Can I transport the required quantity to the port and still be able to ship them abroad within the shipment period? How much do I need to raise in order to fund the export project? Do I have all the funds for the project? Do I need to source for equity or debt to fund the deficit? Can I get the funds for the project and still be able to ship within the stipulated shipment period? As soon as you sign the contract, the time starts ticking and so it is wise for you to ensure that the questions about source of goods, funding and logistics are answered before the contract is signed.

The fourth question is, who are the people that can link exporters to buyers? Some of the people that an exporter should look out for in their search for links to buyers abroad include: Trade brokers, friends and relatives abroad and existing exporters. The trade brokers are professionals who specialize in connecting buyer's to sellers around the world at a fee. A number of these brokers are commissioned by buyers to help them search for products to buy. They are also engaged by sellers to help them market their products and search for credible buyers around the world. A number of these brokers are fund in London (covering Europe), New York (covering North and South America), Dubai (covering Africa & Middle East) and Shanghai (Asia).

For questions on this thought, you can reach me via email to bayemibo@3timpex.com

....TO BE CONTD IN NEXT ISSUE

### BENEFITS

- \* FREE Book (Export Business Made Easy) for all Participants
- \* FREE Export Advisory Services
- \* Guaranteed Export Contract, at 25% Discount
- \* 40% Discount on our Export Mentoring Programme
- \* Access of Export Financing from Commercial Bank
- \* Export finance Presentation from a Commercial Bank
- \* Training Manual
- \* Certificate of participation
- \* Tea Break & Lunch



VENUE:  
**3T IMPEX TRADE CENTER**

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# EXPORT TRAINING PRODUCTS

**N5,000 PER COPY**

... Promoting Export, Creating Exporters And Growing Exporters

**Title: Mastering Standby Letter of Credit (Vol. I)**

**Author: Bamidele Ayemibo**

**Duration: 1hrs; 8mins**

**Price: N5,000:00**

**N5,000 PER COPY**

... Promoting Export, Creating Exporters And Growing Exporters

**Title: Mastering Demand Guarantee (Vol. II)**

**Author: Bamidele Ayemibo**

**Duration: 58mins**

**Price: N5,000:00**

**N5,000 PER COPY**

... Promoting Export, Creating Exporters And Growing Exporters

**Title: Mastering Letter of Credit (Vol. III)**

**Author: Bamidele Ayemibo**

**Duration: 48Mins**

**Price: N5,000:00**

# EXPORT MISCELLANEOUS

## TRADE LEADS

### EXPORT ORDERS

S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1.	Charcoal request from Dubai	Charcoal from Hardwood like Ayin, Size - 40-200mm, no sparkling wood and moisture -8% max	60 MT Per Month
2.	Sesame Seed request from Turkey	Seller to provide lab analysis and pictures	60 MT Per Month
3.	Cocoa request from Thailand	Seller to provide lab analysis and pictures	100 MT Per Month
4.	Cocoa Beans request from India	Seller to provide samples and pictures	100 MT Per Month
5.	Ginger request from Bangladesh	Seller to provide samples and pictures	40 MT Per Month
6.	Lead Ore request from China	Purity 30% Minimum	100 MT Per Month
7.	Pineapples request from Turkey	Seller to provide samples and pictures	60 MT Per Month

### LOCAL ORDERS

S/N	PRODUCT	SPECIFICATIONS / PAYMENT	MONTHLY VOLUME
1	Lead Ore	Purity-50%   Bank Guarantee	120 MT Per Month
2	Zinc Ore	Purity-35%   Bank Guarantee	120 MT Per Month
3	Lead Oxide	Purity-30%   Bank Guarantee	120 MT Per Month

### COMMODITY PRICES (BLOOMBERG)

S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 2,173.00	Metric Tonnes (Mt)
2	Coffee	USD 153.55	Pounds (lb)
3	Cotton	USD 74.04	Pounds (lb)
4	Aluminium	USD 1,833.50	Bushel (Bu)
5	Copper	USD 5,942.00	Metric Tonnes (Mt)
6	Zinc	USD 2,801.00	Metric Tonnes (Mt)
7	Tin	USD 20,425.00	Metric Tonnes (Mt)

## EXPORT TERMS USED IN INTERNATIONAL TRADE

.....CONTD FROM LAST ISSUE

INCO TERMS	Indicate whether the buyer or the seller carries the risk, responsibility, liability, or costs at specific points during a transaction
ON BOARD BILL OF LADING	A bill of lading in which a carrier acknowledges that goods have been placed on board a certain vessel.
NET WEIGHT	Weight of the goods alone without any immediate wrappings; e.g., the weight of the contents of a tin can without the weight of the can
QUOTATION	An offer to sell goods at a stated price and under stated terms.

TO BE CONTD IN NEXT ISSUE....

# EXPORT PRO

**Export Pro** is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

**Export Pro** covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.



**Export Pro** training pack contains:

1. Export Digest Series (6 DVDs)
2. Export Business Master Series (5 DVDs)
3. Mastering Letter of Credit (1 DVD)
4. Export Business Made Easy (a practical export book with an audio CD)
5. Career Transition - From Paid Employment To Self Employment (1 DVD)

**N50,000**

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